

Message Text

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61

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/SAD/WBUSHWALLER/GS

APPROVED BY EB/OCA/REP/JBRABENS

COM/SAD/JEMURRIN

COM/LA/BCAHILL

COM/EM/GCLAUSEN

ARA/ECP/DLACEY

----- 098177

R 102030Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

AMEMBASSY CARACAS

AMCONSUL RIO DE JANEIRO

AMCONSUL SALVADOR

AMCONSUL SAO PAULO

INFO AMEMBASSY BRASILIA

UNCLAS STATE 030033

E.O. 11652: NA

TAGS: BEXP, AR, VE, BR

SUBJECT: U.S. CHEMICAL AND PETROCHEMICAL PROCESSING

--- EQUIPMENT TRADE MISSION TO VENEZUELA, BRAZIL

--- AND ARGENTINA, APRIL 3-15, 1975

REF: STATE 005343 AND STATE A-9156 (1974)

1. REF AIRGRAM PROPOSES SIX-MONTH TRIAL NEW ADVANCE WORK PROCEDURES. SUBJECT MISSION WILL OPERATE WITHIN GUIDELINE DESCRIBED THAT MESSAGE.

2. LIST OF MISSION MEMBERS IS AS FOLLOWS: DEPUTY MISSION DIRECTOR THEODORE L. JOHNSON COMMERCE COUNTRY MARKETING MANAGER FOR BRAZIL; DR. WILBUR O. TEETERS, PRESIDENT, HOKE INTERCONTINENTAL LTD., CRESSKILL, NEW JERSEY, SEEKING DISTRIBUTOR IN BRAZIL AND DIRECT SALES FIN ARGENTINA AND FVENENZUELA FOR VALVES, FITTINGS AND PRESSURE
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VESSELS. HOKE REPRESENTED IN ARGENTINA BY TAYLOR ARGEN-

TINA IN BUENOS AIRES AND UNITED INDUSTRIAL SUPPLY C.A. IN MARACAIBO; JOHN W. WILHOIT, NATIONAL SALES MANAGER, CONTROL PRODUCTS DIVISION, AMERACE CORP., UNION NEW JERSEY, SEEKING AGENTS AND DISTRIBUTORS FOR ELECTRIC, ELECTRONIC, PNEUMATIC CONTROL COMPONENTS, SEQUENCING AND INTERNCONNECTION DEVICES; HUBERT LANDO, JR., PRESIDENT OF

HUBERT LANDO, JR. INC., WESTBURY, NEW YORK, SEEKING DIRECTSALES AND DISTRIBUTORSHIPS FOR BORESCOPE FOR

INSPECITON OF INTERIOR SURFACES OF INSTRUMENTS AND MACHINES, LABCONCO FUME HOODS FOR EXTRACTION AND EVACUATION OF GASES, COORS PORCELAIN WARE FOR LABORATORY USE; ROBERT H. KESMODEL, EXPORT SALES MANAGER, FILTE-RITE CORPORATION, TIMONIUM, MARYLAND SEEKING DIRECT SALES, DISTRIBUTORS AND LICENSING ARRANGEMENTS FOR CARTRIDGE TYPE FILTER VESSELS AND FILTER CARTRIDGES; BRUCE TAYLOR, MANAGER, MARKETING ADMINISTRATION, TEXAS NUCLEAR CORPORATION, AUSTIN TEXAS, SEEKING AGENTS FOR NUCLEAR DENSITY GAUGES, NUCLEAR WEIGH SCALES, NUCLEAR LEVEL SWITCHES AND GAUGES, AND ELEMENTAL ANALYZERS; ROBERT E. HONER, PRESIDENT, H.T.L. INDUSTRIES, PASADENA, CALIFORNIA, SEEKING DIRECT SALES, JOINT VENTURE AND DISTRIBUTORSHIPS FOR FIRE EXTINGUISHERS FOR AIRCRAFT, BALL VALVES FOR AGRICULTURAL USE, PRESSURE GAUGES; DEXTER V. DUNLAP, MANAGER, PROCESS INSTRUMENTS DIVISION, TERMO ELECTRON CORP., WALTAM, MASSACHUSETTS, SEEKING DIRECT SALES AND DISTRIBUTORS FOR PROSENSOR PROCESS COMPOSITION ANALYZER; SAMUEL A. GARDNER, DIRECTOR, COMMERCIAL DEVELOPMENT, DAVY POWERGAS INC., LAKELAND FLORIDA, SEEK-ING LICENSING ARRANGEMENTS. FIRM IS AN INTERNATIONAL ENGINEERING AND CONTRACTING COMPANY PROVIDING SERVICES FROM FEASIBILITY STUDIES TO COMPLETE TURNKEY INSTALLA-TIONS FOR CHEMICAL, PETROCHEMICAL, FERTILIZER, GAS, METALLURGICAL, ETC. CAPABILITY INCLUDES OVERALL PROJECT ;ANAGEMENT SUPERVISING THE WORK OF OTHER ENGINEERING CONTRACTORS DAVY REPRESENTED IN SAO PAULO BY CNEC-DAVY PROECTOS INDUSTRIAS, CAIXA POSTAL 30.083; RICHARD S. PEUGEOT, VICE PRESIDENT, RIDGE INSTRUMENT CO., INC., TUCKER, GEROGIA, SEEKING DIRECT SALES, AGENCY UNCLASSIFIED

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ARRANGEMENTS AND DISTRIBUTORSHIPS FOR COMPANY'S NON-DESTRUCTIVE TESTING EQUIPMENT AND SUPPLIES INCLUDING X-RAY, ULTRASONICS, DYE PENENTRANT, MAGNETIC PARTICLE, EDDY CURRENT, ETC. SPECIAL TURNKEY NON-DESTRUCTIVE TESTING SYSTEMS INCLUDING FLOUROSCOPIC AND ULTRASONIC INSPECTION TO CUSTOMERS SPECIFICATIONS.

3. INFORMATION SHEETS ON ALL MISSION MEMBERS WITH SOME

SUGGESTED APPOINTMENTS WILL BE SENT SOONEST. COMPANY CATALOGS BEING FORWARDED BY AIR POUCH AS RECEIVED HERE TO ENABLE POSTS TO BEGIN DEVELOPING CONTACT LISTS.

4. BIOGRAPHIC SHEETS, PHOTOGRAPHS OF MISSION MEMBERS AND BROCHURE COVERS FOR MISSION BROCHURE WILL BE SENT CARACAS AND SAO PAULO FOR TRANSLATION AND PRINTING.

CARACAS SIX HUNDRED (THREE HUNDRED FOR CARACAS AND THREE HUNDRED FOR BUENOS AIRES FOR ONWARD TRANSMITTAL AFTER BROCHURE IS PRINTED AND ASSEMBLED); SAO PAULO FOUR HUNDRED FIFTY (THREE HUNDRED FOR SAO PAULO FOUR ONE HUNDRED FIFTY FOR SALVADOR.)

5. BUDGET INFORMATION WILL BE FURNISHED ALL POSTS SOONEST.

6. POST ACTION REQUIRED.

A. FORWARD ATTN: SAD/OIM/DIBA PLAN FOR BUDGET OOLIGATIONS.

B. CARACAS AND SAO PAULO CONTACT PRINTER AND ARRANGE FOR TRANSLATION AND PRINTING MISSION PUBLICITY BROCHURES FOR CARACAS/BUENOS AIRES AND SAO PAULO/SALVADOR.

C. ARRANGE FOR OUTSIDE PERSONNEL TO SUPPORT MISSION, AS NECESSARY, SECRETARIAL AND/OR INTERPRETER.

D. ARRANGE FOR; WITH USIS FOR MISSION PUBLICITY AND LIMITED PHOTO COVERAGE (APPROX. TEN ACTION SHOTS EACH POST OF MISSION AT WORK, NO PHOTOS AT RECEPTIONS.)

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E. CONTACT LOCAL REPRESENTATIVES OF MISSION MEMBERS FOR INPUT INTO CONTACT LISTS AND INVITATIONS FOR HOSPITABLE FUNCTIONS.

F. CA0LE TENTATIVE PROGRAM SCHEDULE, INCLUDING MISSION BRIEFING, RECEPTION, PLANT VISITS, ETC.

7. COMMERCE ADVANCE OFFICER TO BE IDENTIFIED SOONEST. PLANS BEGIN ADVANCE WORK CARACAS MARCH 5, SALVADOR MARCH 12, SAO PAULO MARCH 17, BUENOS AIRES MARCH 24.

8. BUENOS AIRES AND SALVADOR ARE REQUESTED TO CABLE NAMES OF HOTELS WHERE MISSION WILL STAY. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
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Current Classification: UNCLASSIFIED
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Draft Date: 10 FEB 1975
Decaption Date: 01 JAN 1960
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: SAD/WBUSHWALLER/GS
Enclosure: n/a
Executive Order: N/A
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From: STATE
Handling Restrictions: n/a
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ISecure: 1
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Margaret P. Grafeld
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TAGS: BEXP, AR, VE, BR
To: BUENOS AIRES MULTIPLE
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